

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 PM-04 CIAE-00 INR-07

NSAE-00 MC-02 DODE-00 TRSE-00 /031 W

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P 120910Z AUG 76

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 4778 PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, MILI, MASS, TC

SUBJECT: SIKORSKY EFFORTS TO SELL VIP HELICOPTER

1. IN ADDITION TO ITS EFFORTS TO SELL TROOP CARRYING HELICOPTERS TO WHAT WAS ABU DHABI DEFENSE FORCE (SUBJECT NUMEROUS TELS), SIKORSKY HAS ALSO FOUND LOCAL INTEREST IN ITS VIP TYPE HELICOPTERS, S-61A, FOR USE BY SHAIKH ZAYID AND OTHE KEY OFFICIALS. UAEG OFFICIALS HAVE INSISTED, HOWEVER, ON DEMONSTRATION HERE OF THIS HELICOPTER. THIS HAS POSED NUMBER OF DIFFICULTIES WHICH SIKORSKY HAS OVERCOME ONLY RECENTLY AFTER SEVERAL MONTHS OF EFFORT.

2. LAST MINUTE HITCH HAS DEVELOPED IN STATES, HOWEVER, WITH WHICH SIKORSKY REP HAS REQUESTED OUR ASSISTANCE. SPECIFICALLY, SIKORSKY IS PLANNING TO LEASE ONE OF THE VH 3-A'S (APPARENTLY ANOTHER DESIGNATION FOR THE S-61A) WHICH IS PART OF THE WHITE HOUSE PRESIDENTIAL FLIGHT DETACHMENT. ALL ARRANGEMENTS, INCLUDING TRANSPORTATION TO ABU DHABI FOR THIS HELICOPTER HAVE BEEN MADE. OFFICERS IN THE PRESIDENTIAL FLIGHT DETACHMENT HAVE NOW ASKED, HOWEVER, FOR FORMAL ASSURANCES FROM UAEG VIA EMBASSY THAT HELICOPTER IS BEING BROUGHT HERE FOR PURPOSES STATED--I.E. FOR DEMONSTRATION LEADING TO POSSIBLE SALE.

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3. SIKORSKY REP HAS APPROACHED UAE ARMED FORCES WHICH WILL BE BUYER OF AIRCRAFT AND IT IN TURN HAS SENT LETTER TO UAE FOREIGN MINISTRY ASKING THAT EMBASSY OFFICIALLY BE NOTIFIED THAT HELICOPTER IS DESIRED HERE FOR DEMONSTRATION. TIME, HOWEVER, OF ESSENCE AND IT QUITE POSSIBLE GIVEN SUMMER DOLDRUMS AND ABSENCE OF KEY OFFICIALS IN MFA THAT IT MAY TAKE FOREIGN MINISTRY SEVERAL WEEKS TO FORWARD ITS NOTE.

4. SIKORSKY REP HAS THEREFORE PRODUCED FOR US LETTER FROM UAE ARMED FORCES TO HIM (UAE ARMED FORCES NOT PERMITTED WRITE DIRECTLY TO EMBASSIES) CONFIRMING THAT (A) DEMONSTRATION IS DESIRED, AND (B) THAT FOREIGN MINISTRY HAS BEEN OFFICIALLY ASKED TO SO INFORM EMBASSY. WE HAVE EVERY REASON TO BELIEVE THESE STATEMENTS IN LETTER AND TO EXPECT THAT IN DUE COURSE FOREIGN MINISTRY WILL MAKE OFFICIAL REQUEST OF EMBASSY TO PERMIT HELICOPTER TO COME FOR DEMONSTRATION.

5. ACTION REQUESTED: THAT NEA/ARP CONTACT RESPONSIBLE OFFICIALS IN PRESIDENTIAL FLIGHT DETACHMENT DOD (WE TOLD SIKORSKY REPS WILL BE IN TOUCH WITH NEA/ARP IN EFFORT FACILITATE CONTACT WITH THOSE IN DEFENSE RAISING INQUIRY) AND INFORM THEM THAT WE HAVE COPY OF UAE ARMED FORCES LETTER TO SIKORSKY AND HAVE EVERY REASON TO BELIEVE OFFICIAL REQUEST THROUGH CHANNELS WILL BE FORTHCOMING IN TIME. WE THEREFORE HOPE LEASE OF HELICOPTER CAN PROCEED WITHOUT FURTHER DELAY.
STERNER

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Disposition Date: 28 MAY 2004
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Margaret P. Grafeld
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